

Message Text

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R R 291941Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

INFO AMEMBASSY BEIRUT BY POUCH

UNCLAS STATE 087100

E.O. 11652: N/A

TAGS: BEXP, TC, SA, BA, KU, LE

SUBJECT: COMMUNICATIONS EQUIPMENT AND SERVICES TRADE MISSION

REF: USDOC 3453; KUWAIT 1347, 1497; JIDDA 1788;

ABU DHABI 0450; MANAMA 0254

1. IN RESPONSE POSTS' RECOMMENDATIONS, AND IN EFFORT
FOR MORE PRODUCT/SERVICE BALANCE OF MISSION COMPANIES,
COMMERCE HAS ADDED FOLLOWING FIRM TO MISSION:

E-SYSTEMS (TAI, INC.)--RALPH J. POWELL

TAI, INC. IS AN INTERNATIONALLY RECOGNIZED
COMMUNICATIONS ENGINEERING COMPANY AND A
SUBSIDIARY OF E-SYSTEMS, INC. TAI WAS FORMED
TO PROVIDE CONSULTING SERVICES, SYSTEMS ENGINEERING,
CONSTRUCTION, INSTALLATION, MAINTENANCE, AND
OPERATIONS TRAINING, AND ARCHITECTURAL AND
ENGINEERING SERVICES IN TELECOMMUNICATIONS ON A
WORLDWIDE BASIS.

2. LITERATURE FROM ABOVE COMPANY BEING AIR POUCHED.

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WILL INCLUDE COMPANY "INFORMATION SHEET". COMPANY

INTERESTED DIRECT SALES IN ALL MISSION COUNTRIES.
TAI HAS ALREADY MADE AGENCY ARRANGEMENT IN SAUDI ARABIA.
REQUEST POSTS DO WHATEVER POSSIBLE AT THIS LATE DATE IN
ARRANGING PROGRAM FOR TAI MISSION MEMBER.

3. ALSO BEING ADDED TO MISSION IS SECOND REPRESENTATIVE
OF GTE SYLVANIA, MR. JAMES YANNES, FROM COMPANY'S
TEHRAN OFFICE. YANNES WILL ACCOMPANY JOHN HOLMGREN
ON ALL GTE APPOINTMENTS, INCLUDING THOSE IN ABU DHABI.

4. AS RESULT OF ABOVE MISSION MEMBER ADDITIONS, REQUEST
ADDRESSEE POSTS INCLUDING ABU DHABI, RESERVE ADDITIONAL
2 HOTEL ROOMS DURING MISSION STAY EACH CITY. IF
ADDITIONAL ROOMS NOT AVAILABLE, AS LAST RESORT, DOUBLE
UP MISSION MEMBERS STARTING WITH YANNES AND HOLMGREN
IN SAME ROOM. REQUEST JIDDA INFORM MISSION HOTEL RIYADH
THAT MISSION MEMBER RICHARD STANCO OF SINGER PRODUCTS
ARRIVING RIYADH MAY 9, ONE DAY EARLIER THAN PREVIOUSLY
INDICATED.

5. ADDITIONAL MISSION FUNDS REQUESTED IN JIDDA 1788
(\$535) AND KUWAIT 1497 (\$1009) WILL BE FORWARDED SOONEST.
WITH REGARD TO MISSION BUDGET FOR BAHRAIN OUTLINED IN
MANAMA 0254, "PUBLICITY" COST OF \$61.00 MUST BE PAID FROM
HOSPITALITY BUDGET, NOT REPEAT NOT FROM COMMERCE BUDGET.

6. IN RESPONSE ABU DHABI 0450, FAIRCHILD SPACE AND
ELECTRONICS COMPANY PROVIDES PRODUCTS AND SERVICES IN
CONNECTION WITH COMMUNICATIONS SATELLITE SYSTEMS DESIGN AND
OPERATION. MISSION MEMBER HANS IS INTERESTED IN
DISCUSSING WITH ABU DHABI GOVERNMENT OFFICIALS WHETHER
THEY WOULD BE INTERESTED IN BEING A "SPONSOR" FOR ARAB
WORLD COMMUNICATIONS SATELLITE SYSTEM. ABU DHABI MIGHT
TAKE PART AS A BUSINESS VENTURE SELLING SATELLITE SERVICES
TO OR IN JOINT VENTURE WITH OTHER ARAB COUNTRIES.
PRESUME THIS WOULD INCLUDE DISCUSSIONS WITHIN MINISTRIES
OF COMMUNICATIONS AND INFORMATION, AND POSTAL TELEPHONE
AND TELEGRAPH. SEE FAIRCHILD "INFORMATION SHEET" AND
ATTACHMENTS, FORM DIB-471P, FOR GREATER DETAIL ON COMPANY
OBJECTIVES.

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7. MISSION FLIGHT SCHEDULE CHANGED AS FOLLOWS:

MAY 19 DEPART KUWAIT, ARRIVE MANAMA GF-212 (VICE GF-016)

MAY 21 DEPART MANAMA 1930 HOURS, ARRIVE DOHA 2000 HOURS
(VICE 1915 AND 1950 HOURS, RESPECTIVELY) ON
GF-339

MAY 23 DEPART DOHA 2030 HOURS, ARRIVE ABU DHABI 2210 ON
GF-339 (VICE PREVIOUSLY GIVEN TIMES AND FLIGHT)

8. ANTICIPATE ALL MEMBERS WILL HAVE VISAS FOR SAUDI
ARABIA, KUWAIT, AND QATAR PRIOR DEPARTURE FROM U.S.
WOULD APPRECIATE EMBASSY KUWAIT ASSISTANCE UPON ARRIVAL
OF MISSION FOR OBTAINING MISSION MEMBER VISAS FOR BAHRAIN
AND ABU DHABI.

9. MISSION DIRECTOR CLIFF LINCOLN ARRIVING RIYADH
MAY 9 AT 2145 HOURS ON SV 782. RUSH

NOTE BY OC/T: POUCHED BEIRUT.

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